

Message Text

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21

ORIGIN COME-00

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R 030328Z DEC 76

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

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E.O. 11652: N/A

TAGS: BENC, BL

SUBJECT: MAJOR PROJECTS: EARTH SATELLITE STATIONS

1. MEPD'S DISCUSSIONS WITH G.T. AND E. AND PAGE
COMMUNICATIONS INDICATE THE FOLLOWING:

A. G.T. AND E. FEEL BID EVALUATIONS WILL GO ON FOR SOME
TIME AND THAT THE PROJECT COULD BE A "LONG DISTANCE
BOLIVIAN DREAM". THEY ARE PESSIMISTIC ABOUT THE PROJECT
BUT HAVE NOT GIVEN UP ON IT YET.

B. PAGE IS LESS PESSIMISTIC ALTHOUGH THEY FEEL THE
JAPANESE LOW BID (5.3 MILLION DOLLARS) COMBINED WITH THE
"WARM" FEELINGS OF THE MINISTRY (IN VIEW OF 200 OR 300
MILLION DOLLAR JAPANESE LOAN FOR RAILROAD SYSTEM) WILL

GIVE THE JAPANESE A "VERY STRONG POSITION". PAGE'S BID
IS IN THE "SAME BALL PARK" AS THE JAPANESE (PAGE IS USING
E-SYSTEMS' ANTENNAE IN THEIR BID). SIEMENS BID WAS
9.8 MILLION DOLLARS WITH 20 MONTH DELIVERY. E-SYSTEMS
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(ON A PRIME BID USING G.T. AND E. AS SUB) BID

7 OR 8 MILLION DOLLARS WITH 12 MONTHS AND THE
CANADIAN RCA BID 6.5 MILLION DOLLARS. (PAGE SAYS
BOLIVIA DOES NOT WANT THE CANADIANS TO WIN CONTRACT.)
KURT HAPPE OF PAGE IS LEAVING FOR LA PAZ DECEMBER 4 OR
5 AND WILL BE VISITING EMBASSY TO GIVE STATUS REPORT.
WE ASSUME JIMMY FORDA OF TOP CONSULTANTS (PAGE'S REP)
HAS KEPT EMBASSY INFORMED BUT WE WANTED TO KEEP YOU
ADVISED OF OUR INFORMATION. WILL APPRECIATE EMBASSY'S
EVALUATION OF JOB. KISSINGER

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